Reply to Pre-bid Queries

TENDER DOCUMENT NO. IGL/ET2/CP/CM17506

HIRING OF CLOUD BASED WEB APPLICATION FIREWALL (WAF) SERVICE FOR IGL

Sl No	RFP Clause	Description	Query	Revised Clause as per Query (Requested by Vendor)	IGL Response
1	Technical BEC 7.1 (a)		Allow Bidder or OEM for valid ISO certification	Allow Bidder or OEM for valid ISO certification	Tender condition prevails
2	7.1 (B)		Allow Start up for bidding	Allow Start up for bidding	Tender condition prevails
3	7.3		Allow to show Work order by Bidder/OEM	Allow to show Work order by Bidder/OEM	Tender condition prevails
4	Bid Security 11.1		Exempt EMD for Start up	Exempt EMD for Start up	Tender condition prevails
5	Clause 8, page 51	Penalty	Kindly Limit this upto 5% of order value	Kindly Limit this upto 5% of order value	Tender condition prevails
6	Clause 12/6, Page 53	have complied with ISO 27017(Information security for cloud	Our underling cloud infrastructure provider is compliant with this cert ISO 27017, Will AWS publically available Cert will comply for this?	,	Clarification: Bidder has to submit the required supporting documents signed with company seal/ digitally signed.
7	Sec: V, WAF Pt.no.6 ,Page 60	out of band programming for control plane along with data plane scripting for functions like content inspection and traffic management. The proposed WAF should be capable to	Please provide use case of this requirement. This looks more towords onsite/ on-premise solution feature. As this is RFP for cloud solution this should be excluded from requirement. Kindly remove this clause as its not relevant in case of WAF	Please provide use case of this requirement. This looks more towords onsite/ on-premise solution feature. As this is RFP for cloud solution this should be excluded from requirement. Kindly remove this clause as its not relevant in case of WAF	Tender condition prevails
8	Sec V, SOW, Page 64	·	We hope this response time is regarding availability of the WAF solution, kindly confirm on this.	We hope this response time is regarding availability of the WAF solution, kindly confirm on this.	This is regarding resolution time of the issue/ticket rasied.
9	Clause 7.1, page 8	27001 certification	Kinldy relax this criteria to either Bidder/ OEM should have ISO27001 Certification	Kinldy relax this criteria to either Bidder/ OEM should have ISO27001 Certification	Tender condition prevails
10	Clause 7.2 C, page 9	should not be less than 6.42L in the preceding financial year	we would like to confirm that the preceding year will be 2021-2022 since for the last financial year we don't have audited financials yet	we would like to confirm that the preceding year will be 2021-2022 since for the last financial year we don't have audited financials yet	Preceding FY is 2021-22

11	clause 12.9, page 53	the solution is calculated on aggregate basis(200GB/Month per App) and for all application the total consumed bandwidth consumed would be at least 4000GB/Month(i.e. 200GB/Months x 20 Apps) for all the application. Billing model should be "Pay as go" model.	Where can we mention prices for additional data	Where can we mention prices for additional data	·
13	Page 62 / Section V / Scope of Work / API Security	-	Recommending change as: The solution should protect for those applications that allow users to upload files, the solution should enforce file upload restrictions based on file extension and file content including AV scanning		Tender condition prevails
14	Page 64 / Section V /		Additional Recommendation:	Additional Recommendation:	Tender condition prevails
	Scope of Work / Technical Specifications - WAF		The solution should have DLP features	The solution should have DLP features to	Tender condition prevails
	•		to identify and block sensitive	identify and block sensitive information	Tender condition prevails
15	Page 64 / Section V / Scope of Work / Technical Specifications - WAF		Additional Recommendation: The centralized management solution should enforce Two Factor Authentication for user access.	Additional Recommendation: The centralized management solution should enforce Two Factor Authentication for user access	Tender condition prevails
16	Page 64 / Section V / Scope of Work / Technical Specifications - WAF		Additional Recommendation: The proposed solution should provide Anti-defacement protection, parameters and hidden form fields obfuscation and protection against manipulation	Additional Recommendation: The proposed solution should provide Antidefacement protection, parameters and hidden form fields obfuscation and protection against manipulation	Tender condition prevails
17	Page 64 / Section V / Scope of Work / Technical Specifications - WAF		Additional Recommendation: The solution should have ability to create custom logging rules to allow / mask sensitive information from being logged by the Web Application Firewall	Additional Recommendation: The solution should have ability to create custom logging rules to allow / mask sensitive information from being logged by the Web Application Firewall	Tender condition prevails

19	Page 64 / Section V / Scope of Work / Technical Specifications - WAF Page 64 / Section V / Scope of Work / Technical Specifications - WAF		and forms) in any application without any changes to application or client. Additional Recommendation: The solution offered should be	Additional Recommendation: The solution should have deception capability to implant decoys (fake links and forms) in any application without any changes to application or client. Additional Recommendation: The solution offered should be dedicated information for ICL and should be hearted.	Tender condition prevails Tender condition prevails
			dedicated infrastructure for IGL and should be hosted within India on MeiTy empanneled CSPs	infrastructure for IGL and should be hosted within India on MeiTy empanneled CSPs	
	Web Application Firewall Under: Section V / Scope of Work / API Security, page 62	The solution should protect for those applications that allow users to upload files, the solution should enforce file upload restrictions based on file extension and file content	IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please remove the given clause: (The solution should protect for those applications that allow users to upload files, the solution should enforce file upload restrictions based on file extension and file content) Ths clause should be read as-The solution should protect for those applications that allow users to upload files, the solution should enforce file upload restrictions based on file extension and file content including AV scanning	Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please remove the given clause: (The solution should protect for those applications that allow users to upload files, the solution should enforce file upload restrictions based on file extension and file content) Ths clause should be read as- The solution should protect for those applications that allow users to upload files, the solution should protect for those applications that allow users to upload files, the solution should enforce file upload restrictions based on file extension and file content including AV scanning	Tender condition prevails
	Web Application Firewall Under :Section V / Scope of Work / Technical Specifications - WAF, Page 64		INDRAPRASTHA GAS LIMITED. Request you to please add the given clause:	Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The solution should have DLP features to identify and block sensitive information such as credit card numbers, Aadhar Numbers, etc.	Tender condition prevails

22	Web Application Firewall Under :Section V / Scope of Work / Technical Specifications - WAF, Page 64	IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause:	Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The solution should have DLP features to identify and block sensitive information such as credit card numbers, Aadhar Numbers, etc.	Tender condition prevails
23	Web Application Firewall Under: Section V / Scope of Work / Technical Specifications - WAF, page 64	INDRAPRASTHA GAS LIMITED.	Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The centralized management solution should enforce Two Factor Authentication for user access	Tender condition prevails
24	Web Application Firewall Under: Section V / Scope of Work / Technical Specifications - WAF, page 64	INDRAPRASTHA GAS LIMITED.	Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The proposed solution should provide Anti- defacement protection, parameters and hidden form fields obfuscation and protection against manipulation	Tender condition prevails
25	Web Application Firewall Under: Section V / Scope of Work / Technical Specifications - WAF, page 64	Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The solution should have ability to create custom logging rules to allow /	Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The solution should have ability to create custom logging rules to allow / mask sensitive information from being logged by the Web Application Firewall	Tender condition prevails

26	Web Application Firewall Under: Section V / Scope of Work / Technical Specifications - WAF, page 64		INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The solution should have deception	Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The solution should have deception capability to implant decoys (fake links and forms) in any application without any changes to application or client.	Tender condition prevails
27	Web Application Firewall Under: Section V / Scope of Work / Technical Specifications - WAF, page 64		Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The solution offered should be dedicated infrastructure for IGL and should be hosted within India on MeiTy empanneled CSPs	Dear Sir, Please refer to Tender No IGL/ET2/CP/CM17506,Department of INDRAPRASTHA GAS LIMITED. Request you to please add the given clause: The solution offered should be dedicated infrastructure for IGL and should be hosted within India on MeiTy empanneled CSPs	Tender condition prevails
28	SECTION V, SCOPE OF WORK Page 60	Scans behind authenticated pages is part of the scope. Authentication details should be provided when the site is on-boarded.	to protect the application whether	We understand that the requirement is to protect the application whether authenticated or not authenticated. We Request to Clarify the same. Suggested Clause: Please clarify the understanding.	Clarification: If required authentication details shall be provided to successful cloud WAF provider after on boarded.
29	SECTION V, SCOPE OF WORK Page 61 WAF SI. No 9	The Proposed Solution should have capability to support minimum 5000 https Concurrent Connections scalable to 10000 https Concurrent Connections.	As per Industry Standard, Cloud WAF sizing are considered on the basis of bandwidth of the application and number of Applications to be protected. Hence request you to please amend the clause: Suggested Clause: The proposed Cloud Application Security Service should support 20 Applications and provide 100 Mbps HTTP/S traffic from day 1	As per Industry Standard, Cloud WAF sizing are considered on the basis of bandwidth of the application and number of Applications to be protected. Hence request you to please amend the clause: Suggested Clause: The proposed Cloud Application Security Service should support 20 Applications and provide 100 Mbps HTTP/S traffic from day 1	Clarification: This is for the capability of cloud WAF. This capability is not required from day 1 but it should be there in future requirements.

	_	In Inverse to the control of the con	I.o	La de la companya de	Long of the
30		Proposed WAF Solution should have		After the learning period, policies needs to	Clarification:
	SECTION V, SCOPE OF	functionality to showcase how many	needs to be generated automatically	be generated automatically and it should be	
	WORK	URLs in the application have been			Machine learning and protection is a continuous
	Page 61		-		process, the solution should have functionality
	WAF	into Protection Mode automatically	putting the application into the	into the blocking mode. As putting the	of machine learning process to detect and
	Sl. No 17	i.e. some URLs to be in learning	blocking mode. As putting the	application into the blocking mode	prevents the threats using machine learning
		mode & some URLs in the Protection		automatically after few days of learning may	technique that can learn the pattern of attack
		Mode of the same Application.	automatically after few days of	result into high number of False Positive &	vectors and this can provide an extra layer of
			learning may result into high number	False Negative and can impact the user	prtoection, bring down the false postive rates,
			of False Positive & False Negative and	experience accessing the application.	malicious attack and leads to imporved threat
			can impact the user experience		detection rate.
			accessing the application.	And the application needs to be completely	
				into the learning mode or completely into	
			And the application needs to be	the Blocking Mode, as if some URI's are	
			completely into the learning mode or	kept in learning mode means they will not	
			completely into the Blocking Mode, as	block any malicious transaction, keeping	
			if some URI's are kept in learning	your application vulnerable. Attacker can	
			mode means they will not block any	access one path of the application which	
			malicious transaction, keeping your	was kept in learning and can compromise	
			application vulnerable. Attacker can	the entire application and it is highly	
			access one path of the application	recommended to keep all the URI/Paths of	
			which was kept in learning and can	the application completely into the	
			compromise the entire application and	learning or blocking. However you can put	
			it is highly recommended to keep all	the application into the partial blocking	
			the URI/Paths of the application	mode by keeping few of the security	
			completely into the	parameters into the learning for fine-tuning	
			learning or blocking. However you can	of the application policies and few security	
			put the application into the partial	parameter into blocking. Hence Request you	
			blocking mode by keeping few of the	to please amend the clause:	
			security parameters into the learning		
			for fine-tuning of the application	Suggested Clause :	
			policies and few security parameter	The Proposed Cloud WAF Solution should	
			into blocking. Hence Request you to	learns the patterns of legitimate user	
			please amend the clause:	activities and automatically builds security	
	1	1		l	

	ı	les	Im arrian m to t	Im over an m to the total	les 1
32		The solution should provide	The OWASP Top 10 is a standard	The OWASP Top 10 is a standard	Tender condition prevails
	SECTION V, Technical	protection against known	awareness document and industry	awareness document and industry standard	
	Specifications - Web	vulnerabilities like OWASP Top 10	standard guidelines which are	guidelines which are considered by	
	Application Firewall	vulnerabilities, SANS Top 25		developers for security assessment of any	
	(WAF)	Vulnerabilities and WASC Web		application. Solution might not follow other	
	Page 64	Security Attack classification.	might not follow other guideline but	guideline but the solution should be capable	
	WAF Salient Feature		the solution should be capable to	to protect the application against OWSAP	
	Sl. No 11		protect the application against OWSAP	Top 10 attacks, hacking, vulnerabilities and	
			Top 10 attacks, hacking, vulnerabilities	beyond.	
			and beyond.		
				Suggested Clause :	
			Suggested Clause :	The solution should provide protection	
			The solution should provide protection	against known vulnerabilities like OWASP	
			against known vulnerabilities like	Top 10 vulnerabilities and WASC Web	
			_	Security Attack classification.	
			WASC Web Security Attack		
			classification.		
33		WAF should support 20,000	As per Industry Standard Cloud WAF	As per Industry Standard, Cloud WAF	Clarification:
33	SECTION V, Technical	HTTP/HTTPS transactions per	sizing are considered on the basis of	sizing are considered on the basis of	This is for the capability of cloud WAF. This
	Specifications - Web	second			capability is not required from day 1 but it
	Application Firewall	second	number of Applications to be	**	should be there in future requirements.
	(WAF)			you to please amend the clause:	should be there in future requirements.
	Page 64		amend the clause:	you to please amend the clause.	
	WAF Salient Feature		amend the clause.	Suggested Clause:	
	Sl. No 15		Conservat Clause	~~	
	SI. NO 15		Suggested Clause:	The proposed Cloud Application Security	
				Service should support 20 Applications and	
				provide 100 Mbps HTTP/S traffic from day	
			Applications and provide 100 Mbps	1 (Committed at any given point of Time)	
				and no restriction based on Data Transfer.	
			at any given point of Time) and no		
			restriction based on Data Transfer.		

34		On request integration of new	CDN based Vendor does the sizing on	CDN based Vendor does the sizing on the	Tender condition prevails
	SECTION V, Technical	applications, increase in data transfer	the basis of data transfer, which is not	basis of data transfer, which is not the	·
	Specifications - Web	and throughput should be provided at	the required for Cloud WAF Service	required for Cloud WAF Service Provider.	
	Application Firewall	quoted rates	Provider.	As per Industry Standard, for Cloud WAF	
	(WAF)		As per Industry Standard, for Cloud	sizing are considered on the basis of	
	Page 64		WAF sizing are considered on the	bandwidth of the application and number of	
	WAF Salient Feature		basis of bandwidth of the application	Applications to be protected. Hence request	
	Sl. No 16		and number of Applications to be	you to please amend the clause:	
			protected. Hence request you to please		
			amend the clause:	Suggested Clause:	
				The proposed Cloud Application Security	
			Suggested Clause:	Service should support 20 Applications and	
			The proposed Cloud Application	provide 100 Mbps HTTP/S traffic from day	
			Security Service should support 20	1 (Committed at any given point of Time).	
			Applications and provide 100 Mbps	Solution should be highly scalable on the	
			HTTP/S traffic from day 1 (Committed	number of applications and bandwidth and	
			at any given point of Time). Solution	there should not be any restriction based on	
			should be highly scalable on the	Data Transfer.	
			number of applications and bandwidth		
			and there should not be any restriction		
			based on Data Transfer.		
35		New Clause Request	Cyber Security is very important aspect	Cyber Security is very important aspect in	Tender condition prevails
	SECTION V, Technical		in the entire datacenter and application	the entire datacenter and application	
	Specifications - Web		deployed.	deployed.	
	Application Firewall				
	(WAF)		Suggested Clause :	Suggested Clause:	
	Page 64		The proposed solution should support	The proposed solution should support NSS	
	WAF Salient Feature		NSS Lab recommended, ICSA	Lab recommended, ICSA Certified and PCI	
			Certified and PCI Compliant WAF on	Compliant WAF on the same Hardware	
			the same Hardware from the same	from the same OEM. It must be able to	
			OEM. It must be able to handle	handle OWASP Top 10 attacks and WASC	
			OWASP Top 10 attacks and WASC	Web Security Attack Classification.	
			Web Security Attack Classification.		
36		New Clause Request	Cloud WAF platform should have	Cloud WAF platform should have capability	Tender condition prevails
	SECTION V, Technical		capability to Protect Application with	to Protect Application with Custom Ports.	
	Specifications - Web		Custom Ports. The proposed solution	The proposed solution should have an	
	Application Firewall		should have an ability to support	ability to support HTTP/HTTPS traffic	
	(WAF)		HTTP/HTTPS traffic delivery and	delivery and inspection using a non-	
	Page 64		inspection using a non-standard ports	standard ports range between 1024 and	
	WAF Salient Feature		range between 1024 and 65534	65534	
37		New Clause Request	CONTINUOUSLY ADAPTIVE	CONTINUOUSLY ADAPTIVE	Tender condition prevails
	SECTION V, Technical			SECURITY POLICIES: The proposed	
	Specifications - Web		Service must offer dynamic security	Service must offer dynamic security policies	
	Application Firewall		policies which learn traffic baselines	which learn traffic baselines automatically	
	(WAF)		automatically adapt to each individual	adapt to each individual application and its	
	Page 64		application and its unique pattern of	unique pattern of user traffic.	
	WAF Salient Feature		user traffic.		

38		New Clause Request	FRICTIONLESS API DISCOVERY :	FRICTIONLESS API DISCOVERY :	Tender condition prevails
38	SECTION V, Technical	New Clause Request	Automated API discovery algorithm	Automated API discovery algorithm that	Tender condition prevails
	Specifications - Web		that continuously discovers APIs and	continuously discovers APIs and their	
	Application Firewall		their endpoints and adapts to existing	endpoints and adapts to existing API	
	(WAF)		API endpoints definitions. Based on	endpoints definitions. Based on the	
	Page 64			discovered API catalogs, a tailored security	
	WAF Salient Feature		security policy should be generated to	policy should be generated to protect these	
			protect these APIs.	APIs.	
			F		
			a) Auto-policy generation tailored per	a) Auto-policy generation tailored per API	
			API endpoint	endpoint	
			b) Completely automated discovery,	b) Completely automated discovery,	
				generating an accurate API schema and a	
			a tailored security policy	tailored security policy	
			c) Eliminate human errors; no human	c) Eliminate human errors; no human	
			intervention required to complete the	intervention required to complete the API	
			API discovery process	discovery process	
			d) Keeps documented APIs security	d) Keeps documented APIs security	
			protection up to date by automatically	protection up to date by automatically	
			discovering API changes	discovering API changes	
39	SECTION V, Technical	New Clause Request	INTENT-BASED DEEP	INTENT-BASED DEEP BEHAVIORAL	Tender condition prevails
	Specifications - Web		BEHAVIORAL ANALYSIS (IDBA) :	ANALYSIS (IDBA): Identify the intent of	
	Application Firewall		Identify the intent of bots with the	bots with the highest precision through semi	
	(WAF)		highest precision through semi	supervised machine learning models.	
	Page 66		supervised machine learning models.		
40	SECTION V, Technical	New Clause Request	Detect and identify bots using a multi-	Detect and identify bots using a multi-	Tender condition prevails
	Specifications - Web		layered approach options for bot	layered approach options for bot mitigation	
	Application Firewall		mitigation which includes block, feed	which includes block, feed fake data,	
	(WAF)		fake data, CAPTCHA, throttle, drop,	CAPTCHA, throttle, drop, session	
	Page 66		session terminate, redirect loop, log	terminate, redirect loop, log only and	
			only and custom actions.	custom actions.	
41	SECTION V, Technical	New Clause Request	Detect and block sophisticated	Detect and block sophisticated humanlike	Tender condition prevails
	Specifications - Web		humanlike bots in real time with no	bots in real time with no impact on the	
	Application Firewall		impact on the technology stack.	technology stack.	
	(WAF)	New Clause Barre	Charld arrange of Co. 1 March 1	Charles and Court Mills	T-u-l-u
42	CECTION V. T. 1 . 1	New Clause Request	Should support Crypto Mitigation	Should support Crypto Mitigation	Tender condition prevails
	SECTION V, Technical		algorithms that provides an option to	algorithms that provides an option to enable	
	Specifications - Web		enable genuine website visitors to enjoy a frictionless, CAPTCHA-free	genuine website visitors to enjoy a frictionless, CAPTCHA-free user	
	Application Firewall (WAF)		1 2 2		
	` '		user experience.	experience.	
43	Page 66 SECTION V, Technical	New Clause Request	FLEXIBLE INTEGRATION	FLEXIBLE INTEGRATION OPTIONS :	Tender condition prevails
43	Specifications - Web	ivew Clause nequest	OPTIONS: Nonintrusive deployment	Nonintrusive deployment using SDK, web	Tender condition prevails
	Application Firewall		using SDK, web server or content	server or content delivery network (CDN)	
	(WAF)		delivery network (CDN) plug-ins,	plug-ins, JavaScript (JS) tag or as a reverse	
	Page 66		JavaScript (JS) tag or as a reverse	proxy — no impact on the technology stack.	
	Anti-Bot Detection		proxy — no impact on the technology	no impact on the technology stack.	
	7 Mili-Dot Detection	1	proxy — no impact on the technology		

		1	T		
44	SECTION V, Technical Specifications - Web Application Firewall (WAF) Page 66	New Clause Request	OEM should provide support for fine- tuning, policy review, monitoring, alerting, and troubleshooting with unlimited No of Rules/Policies creation without any additional cost.	OEM should provide support for fine- tuning, policy review, monitoring, alerting, and troubleshooting with unlimited No of Rules/Policies creation without any additional cost.	Tender condition prevails
45	SECTION V, Technical Specifications - Web Application Firewall (WAF) Page 66	New Clause Request	There should be Periodic security- status reporting	There should be Periodic security-status reporting	Tender condition prevails
46	SECTION V, Technical Specifications - Web Application Firewall (WAF) Page 66	New Clause Request	There should be provision for Post- attack forensics and recommendations	There should be provision for Post-attack forensics and recommendations	Tender condition prevails
48	Point no. 38, Technical Specifications - Web Application Firewall (WAF)- Anti-Bot Detection Page no 66	Mobile Application Identification: For mobile clients that cannot execute Java script or CAPTCHA, Solution should verify the request is legitimate by verifying the JTW- token a mobile application carries when it access a web server	Mobile Application Identification: For mobile clients that cannot execute Java script or CAPTCHA, Solution should verify the request is legitimate by verifying the JTW-token a mobile application carries when it access a web server	Please remove this OEM specific clause We would like to request the honorable tendering committee to amend this clause for wider participation and to get the best technocommercial solution available in the market.	Clarification: Kindly ignore OEM sepecific terminology, if any. The solution proposed should meet the IGL requirements.
49	7.0 BIDDER EVALUATION CRITERIA (BEC) Page no 9	The Bidder should have experience of successfully executed work order of providing of cloud based web application firewall (WAF) of at least Rs. 16.05 Lacs (incl. GST) for preceding last 7 years from date of floating of tender.	The Bidder should have experience of successfully executed work order of providing of cloud based web application firewall (WAF) of at least Rs. 16.05 Lacs (incl. GST) for preceding last 7 years from date of floating of tender.	We have NDA signed with most of our Customers and will not be able to submit PO and completion certificate. Request to allow submisison of CA certificate against PO and completion certificate or Please allow internal orders (PO and Completion) within company implemented/executed for different department to be considered.	Tender condition prevails